

Gilbert CAN  
1441 E Mineral Road  
Gilbert, AZ 85234

August 9, 2012

Town of Gilbert  
Clerk's Office  
50 Civic Center Drive  
Gilbert, AZ 85296

To Whom It May Concern:

Please consider this proposal in response to your Request for Qualifications for The Gilbert Foundation, contract number 2012-5501-0177.

I am confident that Gilbert Community Action Network (CAN) meets the qualifications set for in the request and are the best candidate for this role. The Gilbert CAN is a volunteer group of concerned citizens formed to support, strengthen and empower the individuals and family of our community. This mission is accomplished over the past 20 years by providing an information and idea-sharing network that identifies community needs, creates and implements community action plans and coordinates efforts of all community resources.

Enclosed please find, as requested, one original copy of our Statement of Qualifications and seven copies as well as a flash drive containing electronic copies of all documents submitted.

Sincerely,

Christine Wetherington  
Executive Director  
Gilbert Community Action Network

Enclosure

# **Statement of Qualifications**

## **Section 6.1**

### **Project Understanding and Approach**

## **The Gilbert Foundation**

Contract Number: 2012-5501-017

### **6.1.1 Scope of Work**

In order for the web of human services available to Gilbert residents to be most effective, there must be a wide range of services offered through a strong coalition of service providers who have the needed resources readily available. Further, an environment that recognizes and respects the independent nature of the type of organizations who provide human services and supports the development and maintenance of strategic partnerships between them and the community is critical to the success of these efforts. Over the years, Gilbert Community Action Network (CAN) has taken on the role of

- Safeguarding existing services
- Creating new programs
- Advocating for environment in which human service programs can thrive
- Encouraging community support of these efforts.

To accomplish this, Gilbert CAN's activities are focused on four primary areas, which align with the goals and objectives set forth in the Town of Gilbert's RFQ regarding the Gilbert Foundation. These areas are; Gilbert Serves, Gilbert Connects, Gilbert Gives, and Gilbert Collaborates. Each area takes on a particular emphasis to provide a holistic approach to accomplishing Gilbert CAN's mission to support, strengthen, and enhance our community by promoting the creation of innovative programs and agency collaborations to serve Gilbert residents. The following is a brief description of the goals and the methods used to accomplish them for each of these focus areas.

#### *Gilbert Serves:*

Goal - Provide volunteer and service opportunities to the residents of Gilbert that support the efforts to keep Gilbert safe and vibrant and promote community engagement

Method(s) –Working with individuals, groups and organizations in the community, Gilbert CAN serves as a clearinghouse for volunteer opportunities. Specific examples this activity include coordinating participation in volunteer fairs and non-profit awareness activities such as participation in a Mayor's Faith Leaders Summit and other community forums. Providing volunteer and service opportunities through engagement with the community Gilbert CAN will increase the awareness of Gilbert CAN while encouraging participation. Many organizations have a tradition of serving others to improve their community. Gilbert CAN aims to be a conduit for the community to give back in ways that allow them to be as effective as possible.

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### *Gilbert Connects:*

Goal - Gather and share information to educate and inform the community about issues and resources via program and activities.

Method(s) - Facilitating connections in and between the all segments of our community is a key function of Gilbert CAN. Gilbert Connects activities are designed to establish patterns for communication between Gilbert's citizens, human and social service organizations, businesses, schools, faith community, and government. This communication facilitates the gathering and disbursement of information about community needs, resources, and services. In order for true connections to occur, these communication efforts must allow for both incoming and outgoing information exchanges. Gilbert CAN seeks incoming information from the all sectors of the community. This information is used to direct Gilbert CAN's initiatives, provide information to community partners and educate the general public. Examples of this include conducting needs assessments, resource inventories, and identifying executable solutions. Gilbert CAN uses several methods to provide outgoing information, including hosting regular information sharing and networking meetings; maintaining a community calendar; sharing information via e-mail and other electronic means with the Gilbert CAN membership, press releases, and other pertinent communication methods. These efforts are aimed at providing information to connect those in need with the resources available to assist them.

### *Gilbert Gives:*

Goal - Provide opportunities for Gilbert residents to contribute to the support human and social services through private giving.

Method(s) - To take a role in the development of local resources in order to ensure that local needs are met, Gilbert CAN will develop and implement avenues for individual and corporate contributions and donations. These funds will be distributed to human and social service organizations based upon resulting data collected in the needs assessments and resource inventories. These activities include, but are no limited to, special fund raising events such as the Festival of Trees and ongoing giving opportunities such as promoting the Neighbor to Neighbor programs.

### *Gilbert Collaborates:*

Goal -Build and strengthen partnerships among citizens, service providers, local businesses, the faith community, local school districts, in the Town of Gilbert in order to ensure the human service needs in Gilbert are met through the effective use of resources.

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Method(s) - Gilbert CAN began as a collaborative effort between Gilbert citizens and the systems in place to serve them. Gilbert CAN's continued focus on building and strengthening collaborative partnerships designed to meet the needs of our community. These collaborations are built through a coalition of nonprofit agencies serving Gilbert, the Town of Gilbert, the faith community, local school districts, and local businesses. Based upon information gathered through Gilbert Connects activities, Gilbert Collaborates efforts work to build collaboration to meet community needs. Through this interaction and involvement in the community, Gilbert CAN encourages the effective use of resources by working in a collaborative manner, resulting in new and or more efficient use of resources.

When one serves, in whatever capacity they are able, connections to others naturally occur. From these connections relationships are built. These relationships lead to growth and further engagement in service. All of this occurs best in an environment of collaboration and cooperation. Gilbert CAN recognized this cycle long ago and has formalized this by defining the focus areas above. Taking advantage of the interconnectedness of these areas, Gilbert CAN will connect to create a more serving, connected, giving and collaborative community.

Gilbert CAN has identified for additional avenues to further this work. Community Banks, issue related giving opportunities, partnerships with local businesses, and social media campaigns. These four activities support the current work of the organization, while expanding its reach and impact.

In today's technology driven world, social media can make significant contributions in raising community awareness. Gilbert CAN will initiate social media campaign as a way to provide communication regarding community needs, opportunities and resources. This campaign will also be designed to provide a forum to gather information from the community as well. These efforts will not only provide connections within the community but also promote service and giving.

A neighboring municipality has community piggy banks as a form of fundraising and raising community awareness. These banks are placed throughout the community and much like you wishing well for change collection box, they allow the public to contribute to the provision of the human services. These banks may be used in many ways, from being the collection point for the donations collected through nickel wars in our elementary schools to offering the public a means of selecting the type of service they would like to contribute to by designating the proceeds specific banks for a specific issue or target population.

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Many individuals prefer to contribute their time, treasurers and talents to a specific cause. Although Gilbert CAN is not designed to raise or collect funds for any specific organization, the concept of identifying specific giving areas has been determined to be an appropriate means for fundraising in Gilbert. This will allow individuals to have a greater level of ownership in the outcomes created through their giving.

Many businesses in Gilbert support nonprofit organizations and their work. Gilbert CAN desires to see an increase in this type of relationship. Working with organizations such as the Gilbert Chamber of Commerce, Gilbert Small Business Alliance, the Town of Gilbert's economic Development Team, and individual businesses within the community, Gilbert CAN will strive to create an environment in which the majority of businesses support human service efforts.

Much of the work listed above is already underway and all of it was identified in the strategic plan developed when Gilbert CAN submitted an application to be designated as 501 (c) 3 charitable organization almost 3 years ago. It is not a coincidence that Gilbert CAN's work also aligns with the Town of Gilbert's goal objectives for the Gilbert Foundation. Gilbert CAN has been doing the work of the Gilbert Foundation since it organized almost twenty years ago.

### **6.1.2 Action Plan**

Below is an outline of Gilbert CAN's work plan for the next year. Should the Town of Gilbert seek to recognize Gilbert CAN as the Gilbert Foundation, this plan will be updated as negotiated. Timelines are included where possible.

#### **Needs Assessment / Funding Allocation Process**

- finalize analysis of needs assessment – present to appropriate stake holders by October 2012
- complete a community resources inventory and present to appropriate stakeholders by December 2012
- work with stakeholders to identify unmet needs and strategies to meet these needs - ongoing
- work with stakeholders to develop and prioritize funding needs by January 2013
- assist with funding allocation process as determined by negotiations
- assist with development of monitoring and reporting requirements and processes as determined by negotiations

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### **Administration**

- develop a comprehensive business plan to include marketing, fund development, and outreach plans

### **Fund development**

- host at least two community wide fundraising events
  - Festival of Trees with a goal of raising \$XX by December 2012
  - Develop and implement additional event to be completed by June 2013
- develop community piggy bank program plan to be completed by March 2013

### **Communication**

- develop format for regularly scheduled electric communication which will provide information regarding community needs, resources and opportunities within 30 days of contract negotiation completion
- develop and implement social media campaign to increase awareness of community within 60 days of contract negotiation completion
- explore the possibility of expanding community calendar into more comprehensive website andp resent recommendation within 1 month of contract negotiation completion
- continue information sharing and networking meetings with appropriate parties on a quarterly basis

### **Collaboration**

- strengthen the Gilbert CAN Advisory Committee through outreach to individual membership as evidenced by increased average attendance and new or re-engaged organizations at Advisory Committee meetings resulting in 100% increase in 6 months.
- continue work with For Our City
- develop strategic plans with the Chamber of Commerce, Gilbert Small Business Alliance, and the Town of Gilbert Economic Development Department to build strong alliances between service organizations and local business as evidenced by the facilitation of engaging an average of at least one new partnership between a local business and human service provider per month with in the first year of contract
- identify and develop other strategic collaborations as determined by the needs assessment

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### **6.1.3 Synopsis of knowledge of the Town of Gilbert and the issues (pro & con)**

As noted above, Gilbert CAN has been extensively involved in this community for many years. This involvement has provided the organization with a significant amount of knowledge regarding the needs and Gilbert. Unfortunately, the full extent of services needed is unknown we also do not know the level of services or resources provided or available. This is a significant concern, as policy decisions are being made without a full understanding of the issues. Gilbert CAN is working to rectify this issue by conducting a much-needed needs assessment and resource inventory. Until this all the needed data is collected and analyzed, it is impossible to a comprehensive picture of Gilbert. We do know that each year thousands of food boxes are provided to families in need of nutrition, over \$250,000 are used at Gilbert CAP to prevent families from becoming homeless or having their utilities disconnected, approximately 60 meals are delivered to the homes of frail, elderly and disabled Gilbert residents, and hundreds of children receive care after school and during the summer at Gilbert Boys and Girls Club. These are just a fraction of the services provided to Gilbert residents by nonprofit organizations each year. These organizations report reduced revenues and resources and increased demands for services.

The greatest challenge in fulfilling the goals and objectives set forth in this RFQ will be raising the needed funds from private donors. An example of this challenge can be seen in the Neighbor to Neighbor program. The Town of Gilbert has been working to increase participation in the Neighbor to Neighbor program. Although participation is growing, garnering the support of the community has been more difficult than anticipated.

Further, there are very few models of communities with successful human service provision that operates without financial support from local government. Meeting the goals and objectives set forth in this proposal will require all stakeholders to work together in creating a truly, new way of doing this work. Fortunately, Gilbert, by virtue of the demographics of the residents in this community, is in a better position than many communities to meet to meet the needs of its residents.

### **6.1.4 Potential conflict of interest issues your organization might have**

There are currently not any known conflicts of interest that would affect this work. The Gilbert CAN Board of Director's has adopted a Conflict of Interest policy (attached), which requires any potential conflicts of interest to be disclosed and appropriately managed.



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### **6.1.5 Describe services you can perform that others may not be able to provide as efficiently or effectively.**

Gilbert CAN has historically served as a hub for human service activities in Gilbert and prides itself on being immersed in the community. This sets the organization apart from any other organizations as the one best situated to take these tasks on successfully. Gilbert CAN has already began much of the work set forth in the goals and objectives. Gilbert CAN also has a well-established network which will allow for progress to move efficiently forward towards completion of the goals and objectives.

Specifically Gilbert CAN is nearing completion of a current needs assessment which will be used to assess needs in the community and assist in setting priorities for funding. The long-standing partnerships with organizations such as Gilbert Public Schools, Gilbert CAP, Gilbert Senior Center, the Boys and Girls Club, and many Town of Gilbert departments stand as evidence of Gilbert CAN's ability to facilitate community partnerships, community education and awareness. Further, Gilbert CAN's participation in the Festival of Trees, Gilbert's Community of Character Awards, and most recently, For Our City - Gilbert's "I am Gilbert Day", provided many opportunities for the community to benefit from this organizations success in garnering resources, in the form of both financial resources and volunteer support.

### **6.1.6 Detail any services you are unable to perform that are requested and provide your suggested alternatives to each.**

Given the historical success of Gilbert CAN at meeting community needs, the Board of Director believes they can meet all requirements set forth in the first goal and all of the associated objectives: Increase private giving among Town of Gilbert residents by assessing priorities and community needs; facilitating community giving; assisting with the Town's annual funding process and facilitating community education and awareness.

Both objectives outlined in the second goal are well with in the capacity of Gilbert CAN. Despite this, Gilbert is not in the position to ensure that success with these objectives will result in a reduced need for the towns financial contributions to nonprofit human services. Until the analysis of the needs assessment is completed and a full resource inventory is conducted, the data to determine the financial need for human service provision in the town of Gilbert is not available. Without this information, it would be irresponsible of Gilbert CAN to commit to being able to fill an unquantified need. Moreover, there is not much historical data available on fund development activities in Gilbert, which makes it difficult to project the anticipated level of participation by the community in this type of activity. Determining the Town's general fund

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budget in a responsibly of the Town Council, and although Gilbert CAN would be more than willing to provide recommendations regarding funding needs, given sufficient data to do so, it is not within organizations scope, mission or authority to implement a reduction in general funds.

### **6.1.7 Describe the resources available to CAN to address the needs of the Gilbert**

Having both adequate financial means and a strong support network are the two resources key to the success of any endeavor. This is especially true when new systems are being developed. As outlined above, Gilbert CAN's greatest resource is a deep-rooted connection to the community and the long standing relationships with numerous community partners that result from this connection. These relationships have been and will continue to be a critical factor in the success Gilbert CAN endeavors.

Since its beginning, Gilbert CAN has been recognized by the Town of Gilbert as a valued partner in developing and coordinating resources to meet the needs in our community. This long-term relationship has proven effective. Over the years, Gilbert has provided some financial support to Gilbert CAN activities. This support has been a significant factor in many of the most successful endeavors. In order to implement the work outlined above, Gilbert CAN anticipates the Town of Gilbert will honor this proven formula for success and provide some financial support toward these efforts.

Although fund-raising was not the original focus of Gilbert CAN's activities, fund development is a natural avenue to pursue. The Board of Directors are determined to create and implement processes and systems for supporting the delivery of human services in Gilbert. Engaging in fund development activity not only meets the immediate needs of residents and Gilbert and the nonprofit organizations that serve them but also will facilitate systemic change by creating long-term sustainability. This has been challenging due to the volunteer nature of the organization. Fund-raising will also allow Gilbert CAN to hire staff to administer the business of Gilbert CAN.

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# **Statement of Qualifications**

## **Section 6.2**

### **Experience and Capability to Provide the Service**

## **The Gilbert Foundation**

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### **6.2 Experience and Capability to Provide the Services:**

Gilbert Citizen Action Network formed in 1994, in collaboration with the Town of Gilbert, as the community reaction to a gang-related murder. This grassroots group is comprised of representatives from several human service organizations, local school districts, the Town of Gilbert, and others who have worked together with a common mission. Initially the Gilbert Citizens Action Network was organized into two groups: a steering committee of approximately eight members who helped to provide direction to the activities of the CAN, and an advisory committee made up of several individuals and organizations that meet monthly for information sharing and networking.

In June of 2007 the Gilbert CAN steering committee held a community visioning meeting to gather information to assist them in developing a strategic plan. Attendees in the session included Town of Gilbert management, the chief of police, representatives from Gilbert Public Schools, Valley of the Sun United Way, several nonprofit service providers and interested citizens. As a result of this meeting Gilbert Citizen Action Network became Gilbert Community Action Network (CAN).

The worsening economic climate in 2009 created challenges to both human service providers in Gilbert and the people they serve. The demand for human service programs to assist individuals and families in need was greatly increasing while the resources of the service providers were diminishing. In the face of these conditions, Gilbert CAN steering committee developed a plan to formalize the CAN's organizational structure and broaden the organization's scope of activities by incorporating and seeking official nonprofit status from the IRS in order to establish a community foundation. This decision was also in response to the changing political climate that was creating a shift away from financially supporting human service organizations. It was designed to better position Gilbert CAN to support, strengthen, and enhance our community by promoting the creation of innovative programs and agency collaborations to serve Gilbert residents. The process was finalized in 2011. Since that time the Gilbert CAN Board of Directors has been working to find ways to address the needs of the community. In June 2012, the board voted to engage an executive director in order to ensure enough resources are available to accomplish the work at hand.

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Over the years Gilbert CAN has successfully addressed many community issues by serving as an initiator and incubator for many community programs. Gilbert CAN applied for and was awarded a grant from the United States Department of Justice for \$250,000\*. These funds were distributed to nonprofit organizations serving Gilbert youth and families. The community-based programs developed through this funding were designed to combat issues such as drug use, gang violence and education and included the COP ~ Citizens on Patrol Program; ASAP ~ After School Activity Program; Teen Scenes, a theater and drama group who presented performances on pressing issues; and Teen Court, where Gilbert teens officiated in the court proceeding of teen traffic offenders. The Gilbert CAN also initiated the Martian Luther King Breakfast and several community forums topics relevant to the community. True to the mission of Gilbert CAN, once these programs were established and operating well they were taken over by other community groups to allow the CAN to continue in its role of initiating and incubating solutions to community issues. The CAN continues to host the Gilbert Community of Character Awards each spring and sponsors a website in partnership with Arizona Public Service that serves as our community calendar, providing a will a one-stop place for events meeting the happenings in Gilbert

\* Gilbert CAN was not incorporated at the time, thus the Town of Gilbert and Gilbert Public Schools served as the fiscal agents for these funds.

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## **Section 6.3**

### **References**

## **The Gilbert Foundation**

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### **6.3 References**

Gilbert's Community of Character Awards – Gilbert's Community of Character Awards is an annual event recognizing you in our community who exhibit good character. Gilbert can has been hosting this event for 12 years. The last four events have been conducted in partnership with the Boys and Girls Club of the East Valley Gilbert Branch. In fiscal year 2011-2012, the town of Gilbert allocated \$1000 to Gilbert can in support of this event. In prior years, the Town of Gilbert has supported this event in a variety of ways, including financial contributions, use of town facilities, and event promotion.

Reference contact information:

Town of Gilbert, Community Services Division

Jessica Ferrio – 480.503.6893

Gilbert CAN has participated in the Festival of Trees sense 2008. Initially this event was created to benefit Banner Gateway hospital. Gilbert CAN successfully assisted with the recruitment and coordination of volunteers for this event. In 2010, Gilbert CAN became a recipient of the funds raised through this event. In 2012, Gilbert CAN is responsible for the coordination of the event and will be the recipient of all funds generated. The fund-raising goal for this event is \$15,000.

Gilbert CAN has participated in several leadership forms. These events have ranged from hosting a nonprofit leadership opportunity fair to coordinating panel members for public information forms. Both Cynthia Dunham at Leadership Center and Tim Rinesmith with Congress of Neighborhoods can provide references for this activity.

In preparation of this response Gilbert CAN contacted several members of the advisory committee to seek there input. The following is a list of the community partners, who are able to provide information on their involvement with Gilbert CAN.

Gilbert CAP

Shawna Fellenz - 480.963.4321 ext 239

Trinity Donovan – 480.963.1423

Gilbert Senior Center

Kelly – 480.503.6057

Trinity Donovan – 480.963.1423

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Boys and Girls Club of the East Valley – Gilbert Branch

Mark Clavell – 480.241.5485

Save the Family

Jacki Taylor - 480.324.6678

For Our City – Gilbert

Jon McHatton – 480.322.9139

The following list includes contact information for other organizations and community partners who can to the level of Gilbert CAN's involvement in this community, ability to facilitate partnerships and collaborations, and the overall stake of this organization and Gilbert.

United Food Banks

Bob Evans – 480.926.4897

Congress of Neighborhoods

Tim Rinesmith – 480.229.7246

Gilbert Public Schools

Susan Cadena – 480.497.3303

Sun Valley Community Church

Twyla Marcum – 480.656.2436

Other community partners include;

Gilbert Historical Museum and

Gilbert Leadership

Kayla Kolher – 602.291.1142



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## **Section 6.4**

### **Key Personal**

## **The Gilbert Foundation**

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### **6.4.1 Key Personnel**

The nature and purpose of Gilbert CAN has brought many experienced, dedicated, and knowledgeable individuals to the table over the years. Many members of the long-standing steering committee are now members of the Board of Directors.

Former Mayor, Cynthia Dunham, is a founding member of Gilbert CAN and the current President of the board of directors. Cynthia is a stellar example of commitment and dedication of service to better his community. Ms. Dunham is also the Executive Director of the Leadership Center and a community development organization.

Former Town Council Member, Joan Krueger, was on the Gilbert CAN advisory board in 2008 and currently serves as the vice president of the Board of Directors. Ms. Krueger's years of service on planning commission, is a board member of the Gilbert Historical Society and other community foundations in Gilbert, provide her with the vast understanding of this community.

Randy Clawson, Gilbert CAN's treasurer/secretary is also a founding member of Gilbert CAN. Randy is employed by Arizona Public Service and serves on many committees and foundations throughout the East Valley. Mr. Clawson is an invaluable member of the board due to his years of experience within our community.

There are three additional members of the Board of Directors at this time. They include Adam Baugh, an attorney and Gilbert resident; George Pettit, former town manager and Gilbert resident; and Woodrow Terrell, active community member and Gilbert resident.

In June 2012, Gilbert CAN enlisted Christine Wetherington as the executive director. She has served as the chairperson of the advisory committee for the last five years. Christine has a Masters degree in social work and has worked in human service organizations for the last 20 years, the last 10 of which were spent ensuring basic needs services were provided in Gilbert. Ms. Wetherington is currently serving as a volunteer in this position. She is also working with the Valley of the Sun United Way in a temporary position as a sponsored loaned executive to assist with their fundraising campaign over the next three months.

The combined experience of these individuals in areas that directly correlate to the work of Gilbert equates to these hundred and 150 years. Please see attached resumes for more detailed work experience descriptions.

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## **Section 6.5**

### **Workload and Commitments**

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**6.5.1 Workload and Commitments/Staffing/Administration/Personnel**

The activities of Gilbert CAN, including assessing priorities and community needs all fund development activity, facilitation and coordination of volunteers and community partnerships, are part and parcel related to the activities requested Gilbert foundation. Gilbert CAN is solely focused on Gilbert.

The Executive Director, Christine Wetherington, will be dedicating no less than 20 hours a week to Gilbert CAN activities over the next three months. She will then be working in a full-time capacity for Gilbert CAN and dedicating 100% of hr work time to accomplish the tasks set forth in this document.

The Board of Directors is a working board and 100% of the time they dedicate to Gilbert CAN activities will also be committed to activities within the scope of work. Gilbert town board members allocates between five and 20 hours of volunteer work each month. .

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## **Section 6.6**

### **Reliability / Fiscal Responsibility**

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**6.6 Reliability/Fiscal Responsibility:**

Budget below is subject to change based upon finalized cope of work.

<u>Income Source</u>	<u>Amount</u>	<u>Status</u> (appl. pending, awarded, or in hand)
Contributions/Donations	\$80,000	pending
Special Events/Fundraising	\$30,000	2 special events
<b>Total</b>	<b>120,000</b>	

<u>Expenses /Activity</u>	<u>Calculation</u>	<u>Total</u>
<b>PERSONNEL COSTS</b>		<b>\$60,000</b>
<b>OPERATING COSTS</b>		
Professional Fees & Contracts	Legal, Accounting	\$5,000
Communication (phone, fax, internet, postage)	Website Development & Maintenance	\$5,000
Supplies/equipment rental/maintenance	Office and special event supplies	\$10,000
Advertising/printing & publications	Special Event marketing	\$2,000
Non-payroll insurance		\$2,000
Other (management expenses, fees)		\$5,000
Other	Support for non-profit organizations	\$26,000
Other: Character Counts		\$5,000
<b>TOTAL PROGRAM EXPENSES</b>		<b>\$120000</b>

*Budget Narrative: (optional)*

Revenues: Fundraising is a conservative estimate, based upon a minimum of two major fund raising events.

Expenses: Personnel: include cost of hiring an executive director.

Other- support for non-profits will be funds the CAN makes available to 501c3 organizations serving Gilbert residents.

**Insert 501 (c) # Letter of Determination**

**B. GILBERT DEMOGRAPHICS**

**The Town of Gilbert is located in the southeast valley of the Phoenix metropolitan area. Gilbert's planning area encompasses 72.6 square miles. The Town shares boundaries with the City of Mesa, City of Chandler, City of Queen Creek, Gila River Indian Community and Pinal County. Gilbert's planning area is not fully developed with portions remaining as vacant and undeveloped land.**

**Gilbert's population has grown from 5,717 people in 1980 to approximately 225,000 people in 2010. This population surge earned Gilbert the title of the fourth fastest growing**

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**community in the nation from CNN Money Magazine and the U.S. Census Bureau in 2009. At build-out, Gilbert's population is estimated to be in excess of 300,000.**

**Gilbert has a housing stock consisting of 68,418 housing units, of which 78% are owner-occupied and 22% are renter occupied. Gilbert has a newer housing stock of which 41% were built between 1990 and 1999 and 31% were built between 2000 and 2004. The median single family home price of a new home is \$276,085 and a resale price is \$270,000. The median rent is \$1,219.**

**Of Gilbert's population, 83% are white, 14% are Hispanic, 6% Asian and 5% African-American. Gilbert is a fairly young community with the median age of 30.6 years. The average household size in Gilbert is 3.2 with 63% being married with children in the home.**

**Gilbert's median household income is \$79,921 with 54% of residents making \$75,000 or more.**

**Gilbert's demographics show that 44% of residents are classified as working in management, professional and related occupations and 31% working in sales and office occupations. Twenty-seven percent (27%) of Gilbert residents have had some college education and 26% have obtained a Bachelor's degree. As of September 2011, Gilbert's unemployment rate was 4.6%. Gilbert has a 4.9% poverty rate.**



Source: American Community Survey, 2005-2009

**EXHIBIT C**  
**IMPORTANT**  
**SUBMITTAL CHECK LIST**

- ☐ 1. All items and information required by the RFQ are included. (See Section 2.0, Instructions and Format, of the RFQ.)
- ☐ 2. Cover letter required by Section 2.0 has been included, including acknowledgement of any addenda. PLEASE NOTE: Individual signing cover letter must be granted authority by the submitting organization to sign contracts or other documents on behalf of the organization.
- ☐ 3. The mailing envelope/package has been addressed to:
- Town Clerk's Office  
50 East Civic Center Drive  
Gilbert, Arizona 85296
- ☐ 4. Submittal package/envelope has identified the project name and contract number
- ☐ 5. The submittal is submitted in time to be received and stamped in by Clerk's Office representative no later than specified time on designated date.  
(Otherwise the submittal cannot be considered.)

## G. Adam Baugh

4062 E Washington • Gilbert, AZ 85234 • 602-540-3434 • adam@withey-morris.com

### EDUCATION

#### Arizona State University, Tempe, Arizona

J.D., May 2006; Admitted in Arizona

**Honors & Activities** Moot Court Oral Argument Finalist '04  
National Hispanic Bar Association Moot Court Semi-finalist '05  
Pro Bono Fellow  
Recipient of Los Abogados/Cordova Scholarship  
Chicano Latino Law Students Association - Treasurer

#### Brigham Young University, Provo, Utah

B.A. International Studies, Minor Latin American Studies, Dec. 2002.

**Honors & Activities** Sigma Iota Rho Honor Society  
Recipient of AmeriCorps National Grant Scholarship: 2001, 2002

### PROFESSIONAL EXPERIENCE

#### Withey Morris, P.L.C., Phoenix, AZ

2006 – to present

*Attorney.* Strategize and execute global migration for high-level researchers and international executives of Fortune 100 companies.

#### Little Mendelson, P.C., Phoenix, AZ

2005 – 2006

*Attorney.* Strategize and execute global migration for high-level researchers and international executives of Fortune 100 companies.

#### Office of the Mayor, Phoenix, AZ

2005

*Extern Law Clerk.* Researched city legal matters and advised staff on policy issues and concerns.

#### Tempe City Attorney's Office, Tempe, AZ

2004

*Extern Law Clerk.* Researched all city legal matters; prepared memoranda, motions, briefs, depositions.

### SERVICE EXPERIENCE

#### Gilbert Community Action Network (GCAN), Gilbert, AZ

2011 - to present

*Board Member.* Develop, coordinate and strategically plan efforts for local non-profit organization.

#### Gilbert Leadership, Gilbert, AZ

2011 - 2012

*Graduate, Member.* Participated in leadership development organization dedicated to engaging, educating and challenging current and emerging leaders to take an active role in strengthening and transforming communities. Developed Gilbert History Walk.

#### De Colores Project Battered Women's Shelter, Arizona State University, Phoenix, AZ

2004-2005

*Chairman.* Coordinated law school pro bono activities in collaboration with shelter.

#### Provo School District, Provo, Utah

2001-2003

*Adult Education Teacher and ESL Teacher at Spring Creek and Franklin Elementary.* Developed curriculum and taught English to non-English speaking adults, adolescents and children of migrant workers.

#### AmeriCorps, Provo, Utah

2000-2003

*Service Activities Volunteer.* Spanish translator at Timpanogos Elementary. Tutored ESL students in homework and class projects. Recipient of AmeriCorps National Grant Scholarship: 2001, 2002

## **SKILLS & INTERESTS**

Spanish fluency. AZ Licensed Realtor.

Youth Soccer Coach. Enjoy all athletics particularly competitive tennis and golf.

**Cynthia L. Dunham**  
1361 South Claiborne Avenue  
Gilbert, AZ 85296  
(480) 892-1505

**Current Professional**

Executive Director, West Mesa Community Development Corporation (2010-present)  
Founder and Executive Director, The Leadership Centre (Founded 1996)  
Owner, Small Business Accounting Services (1994-present)  
Member, Gilbert Chamber of Commerce (1995-present)

**Current Civic**

Member, The Leadership Centre Board of Directors (1996-present)  
Member, East Valley Partnership Board of Directors (2007-2012)  
Member, Chandler-Gilbert Community College President's Advisory Committee (2004-present)  
  
Founding Member, Gilbert Community Action Network (1994-present)  
Founding Member Gilbert Congress of Neighborhoods (1997-present)  
Republican Precinct Committeeman LD22 (2002-present)

**Past Professional**

Controller, multi-state contractor (1989-1994)  
Accountant, medical clinic (1988-1989)

**Past Civic**

Mayor, Town of Gilbert 1997-2001  
Councilmember, Town of Gilbert 1995-1997  
Chairman, Williams Gateway Airport Authority 1998-2000  
Chairman, Regional Public Transit Authority 2000-2001  
Executive Committee Member, Maricopa Association of Governments 2000-2001  
Chairman, Gilbert Chamber of Commerce Business Development Committee 2001-2002  
Member Gilbert Citizens Budget Committee (2009)  
Co-Chair, Banner Gateway Medical Center Festival of Trees (2006-2009)  
Member, United Food Bank Board of Directors (2005-2010, 2011-present)  
Member, Gilbert Economic Development Advisory Board 2001-2002  
Member, National League of Cities Finance Administration and Intergovernmental Relations Committee 1998-2001  
Member, Women in Municipal Government 1995-2001  
Member, Gilbert Sister Cities Board of Directors 1997-2001  
Member, Arizona Town Hall Board of Directors 1999-2001  
Advisory Board Member, East Valley Child Crises Center 2000-2001  
Member, Greater Phoenix Economic Council Board of Directors 1997-1998  
Member, Gilbert Leadership Board of Directors 1995-1999

Founding Member, Gilbert Healthier Community Council  
Founding Member, Gilbert Community with Character  
President, American Society of Women Accountants 1990-1991

**Education**

Master of Administration—Leadership Emphasis, Northern Arizona University  
(2009)  
Bachelor of Science in Accounting, Arizona State University (1987)  
Associate of Arts in Business, Mesa Community College (1984)

**Personal**

Married to Dr. Van J. Dunham; Four Children, Seven Grandchildren  
Arizona Resident since 1973, Gilbert resident since 1991

**Awards**

These awards were received for programs that were envisioned while serving as Mayor and implemented through the efforts of many at the Town of Gilbert:

- 1998 City Livability Award, U. S. Conference of Mayors  
“The Southeast Valley Neighborhood Leadership College”
- 1999 Public Participation Award, Arizona Planning Association  
“Public Participation Rezoning Process”
- 2000 3CMA Awards  
“Congress of Neighborhoods”  
“Public Participation Rezoning Process”

These awards were presented for personal achievements:

- 2006 Cox Communications & East Valley Partnership  
Excellence in Leadership Award
- 2005 Chandler-Gilbert Community College Teal & Silver  
Award
- 2001 Silver Beaver, Boy Scouts of America Grand Canyon  
Council
- 1999 National Spirit of FCL, Family and Community  
Leadership Association
- Outstanding Young Woman of America 1981

## **VITAE**

### **GEORGE A. PETTIT**

#### **BUSINESS ADDRESS**

626 E Silver Creek Road  
Gilbert, AZ 85296

Voice: (480) 926-2333  
E-mail: george.pettit@cox.net

#### **EDUCATION**

Harvard Kennedy School of Government Senior Executives in State and Local  
Government, July 2004  
Master of Public Administration, University of Colorado, Boulder, August 1976  
Bachelor of Arts, University of Colorado, Boulder, May, 1974

#### **EMPLOYMENT**

Fall 2011; March 2012	Faculty Associate; Professor of Practice Arizona State University
January, 2002 to September 2010	Manager Gilbert, Arizona
July, 1985 to January, 2002	Assistant Town Manager Gilbert, Arizona
July, 1983 to December, 1984	Director, Support Services Micro Decisionware, Inc. Boulder, Colorado
March, 1982 to May, 1983	Field Technical Sales Support EXECUCOM Systems Corporation Boulder, Colorado
July, 1978 to March, 1982	Senior Budget Analyst City of Des Moines Des Moines, Iowa
July, 1975 to June, 1978	Budget Analyst City of Des Moines Des Moines, Iowa

### **EMPLOYMENT (continued)**

June, 1974 to July, 1975

Administrative Intern  
Research for Program Development  
University of Colorado at Boulder  
Boulder, Colorado

June, 1973 to May, 1974

Budget Analyst  
Office of Research for Program Development  
Division of Student Affairs  
University of Colorado  
Boulder, Colorado

### **PROFESSIONAL AFFILIATIONS**

International City/County Management Association  
Arizona City/County Management Association (Board & President 2008)  
Government Finance Officers Association  
Arizona Finance Officers Association (Board & President 1992-93)

### **COMMUNITY**

President's Community Advisory Council, Chandler Gilbert Community College  
Rotary International (Board and President 1999-2000)  
Gilbert Sister Cities

Effective leader with specific skill sets including sales management, business development, account management and relationship building. I bring experience in goal-oriented sales success and solid talent in building strong relationships to produce maximum results and assisting organizations in accomplishing strategic growth.

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## **Sales and Business Development**

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### **Real Estate**

#### **Senior Vice-President**

**2011- present**

RE/MAX Solutions Commercial Group, Gilbert AZ

- AZ Licensed Real Estate Agent specializing in employment uses of office, industrial, retail, and land.
- Incrementally increased volume of business month over month.

#### **Senior Vice-President**

**2008-2011**

Jim Hayden & Associates, Gilbert, AZ

- Created commercial real estate practice.
- Marketed and leased 100,000 square feet of executive offices throughout the Valley.
- AZ Licensed Real Estate Agent.

### **Technology**

#### **Director, Business Development**

**2007-2008**

PeopleCube, Framingham, MA

- Evaluated, researched and charted business development direction for company's resource scheduling and carbon footprint monitoring solutions.
- Established and managed Reseller and Alliance programs.
- Built grass-roots approach to Tier One prospects as possible Exit candidates for PeopleCube.

#### **Vice President, Operations**

**2006-2007**

Times Business Solutions, Tucson, AZ

- Worked to expand company's impact into the Phoenix market for Sage Accounting and CRM software.
- Built direct lead generation and marketing programs as well as sales tools for both product lines.
- Pursued direct sales long-term customer relationships in tandem with technical staff.

#### **Director of Sales**

**2003-2006**

Sunshine Media, Inc., Phoenix, AZ

- Initiated company's first inside sales departments to provide sales support and lead generation for a \$15M leading publisher of locally focused business-to-business magazines company.
- Built sales territories, policies and guidelines to support an independent contractor sales organization of over 175 Publishers exceeding quota by 25% - 30%.
- Developed and ensured product pricing to maintain pricing model profitability.
- Partnered with Marketing to design lead generation programs and new market tactics increasing sales.
- Implemented and managed company CRM solution reducing sales cycles and measuring sales growth.

#### **Senior Director**

**2000-2003**

Sage Software, Scottsdale, AZ

- Built first formal relationship management of partner channel representing 60-80% of corporate revenue, resulting in the repositioning of company's cultural approach to partner and strategic account management.
- Recruited, developed, and managed channel of 400 partners defined as resellers, technology and strategic relationships, representing more than \$15M annually.
- Executed programs to generate revenue, enhance partner productivity, and minimize publisher expense.
- Initiated company's first Education Sales program, including development of a staff for SalesLogix and ACT!.
- Assessed extensive customer needs through client engagement with small to mid-sized U.S. customers and prospects resulting in new educational solution services.
- Increased overall sales profits to \$2.4M, annually, in educational sales revenue.
- Developed strategic marketing concepts and execution strategies exceeding company objectives.
- Exceeded revenue goal by average of 125% of quota.
- Established and managed staff of corporate strategic and major accounts Account Managers purposed to acquire new accounts and derive incremental revenues from those accounts.
- Built and maintained company's first OEM program valued at \$10M annually acquisition of company by OEM.



**JOAN E. KRUEGER**  
**Resume ♦ Page 2**

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**Regional Sales Director, Project Manager, Account Manager, Technical Writer**

**1990-1999**

Pegasus Solutions, Scottsdale, AZ

- Worked with UNIX, NT, and Web products for the hospitality market.
- Performed to \$750K quota in annual property management system sales to the hospitality market
- Designed and implemented marketing programs, created and coordinated trade shows and user conferences, created and demonstrated sales and exhibit tools.
- Launched company's account management program and managed software implementation projects for its most valuable customers representing up to 50% of corporate revenue.
- Installed and service-supported customers included Forte Hotels, Euro Disney, Fairmont Hotels, The Grande Collection of Hotels, and Country Inns & Suites by Carlson.
- Designed, implemented, and promoted corporate internal web site as new standard for company-wide communication.
- Analyzed customer requirements for software functionality. Documented and promoted required changes and additions to software design for use by programmers.
- Worked with IT staff to develop thorough working knowledge of software functionality. Documented procedures for system operation in user-friendly, hard copy format.

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**Community Development**

**Town Councilmember and Vice Mayor, Gilbert, AZ**

**2005-2009**

- Managed 1,100 employees, \$500M Operating Budget and \$450M Capital Improvement Budget.
- Positioned the community for numerous national awards for low crime, accurate budgeting, quality of life.
- Participated in community's most aggressive growth period gaining national status.

**Planning Commissioner and Chair, Gilbert, AZ**

**1999-2005**

- Assessed, negotiated and approved major projects during Gilbert's explosive growth period increasing residential, industrial, and commercial developments to support a community of 200,000 people.

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**Non-Profit Involvement**

**Consultant, Mercy Gilbert Medical Center**

**2008-2009**

- Consulted on marketing and fundraising practices for Cardiac Stem Cell Research Project.

**Chair, Board of Directors, Dignity Health Foundation – East Valley**

**2006-present**

- Building and leading Board of Directors for annual fundraising budget of \$2.1M.
- Championing \$5M Capital Funds Drive for new hospital tower.

**Vice President, Gilbert Community Action Network**

**2009-present**

- Developing a central resource for community service fundraising to provide assistance throughout the community.

**Vice President, Board of Directors, Gilbert Historical Society**

**2010-present**

- Evaluating and building long-term sustainability practices and revenue streams.

**Goodwill of Central Arizona Advisory Board**

**2010-2012**

- Facilitating community reach for continued effectiveness in providing education and employment opportunities.

**Chair, Land Development Group, First United Methodist Church of Gilbert**

**2009-present**

- Transforming 6+ acres of church land into sports fields to provide neighbors and community with additional safe and conducive play areas.

**ADDITIONAL HISTORY**

JDA Software Inc., Marketing and Documentation Manager

1989 - 1990

Western Savings & Loan, Operations Analyst

1984 - 1989

Department of Economic Security, Documentation Analyst

1984 - 1984

Sendero Corporation, Marketing Analyst

1983 - 1984

Applied Computer Research, Associate Editor

1982 - 1983

Computer Associates, Documentation Analyst

1981 - 1982

Graduate of Gilbert Leadership Program

Class Eleven

Completed Solution Selling, Investment in Excellence courses

1997 - 2002

Sonoran Sustainable Building Program

Graduate

**EDUCATION**

Arizona State University – Phoenix, AZ, BA/English

University of Wisconsin – Eau Claire, WI, English

## CHARLES RANDY CLAWSON

### Personal Information:

Hometown - Safford, Arizona; Valley of the Sun Resident since 1975  
LDS Mission to Bolivia 1973-75  
1971 Honor Graduate Safford High School, 1975 Honor Graduate EAC – AA Business Administration; 1978 Graduate ASU (magna cum laude) – BS Business Administration  
Married to Jody Buehner – August 1979 – Mesa, Arizona; Children – Julianne (Brenden); Carianne (Rusty); Jeffrey (Vita); Greggrey (Rachael)

### Professional Information:

APS Customer Project Manager, Consultant for State of Arizona, Maricopa County, East Valley Municipalities, Education Segment and additional Key Accounts

### Current Civic Responsibilities:

Alzheimer's Association Desert Southwest Chapter Board of Directors, Walk to End Alzheimer's Committee  
Chandler Downtown Community Partnership Board of Directors, Foundation Committee  
City of Chandler Economic Development Advisory Board Member  
Past President and current Board Member - Tempe Union High Schools Education Foundation  
Superintendent's Roundtable Member Tempe/Kyrene School Districts  
Member - East Valley Partnership, Economic Development Committee  
Volunteer - Salt River District – Boy Scouts of America; Eagle Board Member, Merit Badge Counselor  
Tempe Community Action Agency - Volunteer, Holiday Santa  
Gilbert Sister Cities, Charter Member  
Board Member - Tempe Rotary, Past President (1992 & 2002), Service Committee Chairman, Bulletin Editor  
Gilbert Community Action Network Steering Committee Member, Calendar Administrator, Foundation Secretary/Treasurer  
Valencia Home Owners Association Architectural Review Committee  
City of Tempe Citizen Corps Council Member  
Blood Services regular Donor  
Willis Jr. High and Corona del Sol Career Day Presenter

### Past Service:

Chandler Leadership Graduate and Steering Committee Member  
Banner Gateway Community Advisory Council Member, Festival of Trees Co-Chairman  
Gilbert Water Tower Preservation Coalition Member  
Scottsdale Leadership Graduate  
Gilbert Chamber of Commerce Board of Directors, 2003-2004 Chairman  
East Valley Chambers of Commerce Alliance Board Member  
Chandler United Way Citizens Allocation Panel Member  
San Marcos Elementary Amphitheater Volunteer  
Tempe Community Action Agency Board Member and Past President  
Tempe Chamber of Commerce Executive Committee, Foundation Board, PAC Committee  
Tempe Leadership Board Member, Program Chairman, Selection Committee, Alumni  
Tempe Union High School Governing Board Member (5 years)  
Leadership West Board Member, Program Chairman, Alumni Committee  
Glendale Mayor's Committee on Gangs, Drugs, and Violence  
Glendale Community College Advisory Panel  
Glendale Rotary  
Northwest Valley, Peoria, and Glendale Chambers of Commerce  
Gateway Community College Bond Committee  
Volunteer Friends of Channel 8  
Tempe Mayor's Advisory Committee on Gangs, Alcohol, and Drugs  
American Cancer Society Relay for Life  
B.S.A. Salt River District Fundraising Chairman  
Tempe Life Options Task Team Member, Space Planning Subcommittee Chair  
Southwest Valley Chamber of Commerce Board Member, Program Committee Chair  
Business Coalition Board Member  
Project Impact Partner - Infrastructure Subcommittee Chairman  
Corona del Sol Orchestra Guild Treasurer  
Tempe Fantasy of Lights Planning Committee  
Scottsdale Leadership Class XX Member  
Kyrene Music and Fine Arts Board  
Valley of the Sun United Way – East Valley Regional Council Member  
Ronald McDonald House volunteer

**WOODROW LANCE TERRELL**  
1312 A South Boulder Court, Gilbert, AZ 85296  
woodrow@terrellconsulting.net  
480-710-6384

**PROFESSIONAL SUMMARY**

Over fifteen years of experience in the Finance and Health Care industries with extensive expertise in operations leadership; project management, strategic planning and execution, as well as management metrics, controls and reporting. Experience includes data analysis, problem resolution, project implementation, project documentation, and implementation of operational controls. Success in implementing initiatives utilizing disciplined project management proficiencies achieved from seasoned leadership, vision, strategic planning, communication, organization, teamwork, technical writing and negotiation competencies.

**PROFESSIONAL EXPERIENCE**

SCHALLER ANDERSON, AN AETNA COMPANY Phoenix, Arizona  
Senior Project Manager, 2/08 to Current

- ◆ Managed Medicaid Health Plan conversion; developed strategic plan, timelines, and milestones; identified and defined resource requirements, risks and issues; coordinated development of policies and procedures, training materials, and communications to clients, vendors, regulators, stakeholders, and staff members.
- ◆ Managing business analytics and reporting program; redefining strategic vision, identifying and defining the key metrics, measures and dimensions for critical business functions and ensuring indicators and standards are in place; aligning new reports and indicators with existing reports and managing the transition to the new system; integrating statutory requirements and operational reporting needs within new divisional dashboard and individual scorecard reporting system.
- ◆ Directing the division – wide change management system; developed strategic vision, goals, metrics and measures for: regulatory requirements, contracts, policies, procedures, training materials, forms, calculators, and systems; designed workflows, management controls, and reporting requirements for all Medicaid processes.
- ◆ Managing divisional development for the business continuity and crisis management plans; developed training and simulation requirements; represented the business during simulated crisis events, communicating with resources at the federal, state, and local levels.

TERRELL CONSULTING, Gilbert, Arizona  
Sole Proprietor, 3/06 to Current

- ◆ Developed and implemented controls and reporting required by an external industry regulation (Sarbanes-Oxley).
- ◆ Designed business processes and operational hierarchy for a team of web application developers.
- ◆ Analyzed historical implementation data and identified root cause of critical production issues. Implemented policy and procedures to more effectively test system and reduce volume of defects identified by customer.
- ◆ Analyzed scope, resource requirements, deliverables, and budget as well as developed, implemented, and maintained database of all activities and timelines for a business relocation project.
- ◆ Presented analysis and recommendations for optimum staffing levels, capital expenditures, Return on Investments, and impacts from system implementations for small business owners.
- ◆ Developed recommendations regarding policies and procedures for the business continuity and crisis management plans.
- ◆ Directing peer mentoring program; developed strategic vision, design, methodologies, processes, procedures, implemented operational plan, increased participation,

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480-710-6384

JP MORGAN CHASE, Austin, Texas; Hicksville, New York; San Antonio, Texas; and Tempe, Arizona  
Project Manager, 2/00 to 3/06

- ◆ Directed small business banking member solutions initiatives; coordinated resources resolving customer issues, managed analysts, solution designers, developers and the implementation of major issues impacting a segment of customers.
- ◆ Managed business process outsourcing initiative; developed goals/objectives, operating plans, metrics/measures; operational reporting and controls, processes, technical requirements, specifications and vendor training programs for select functions (Domestically and internationally) with a \$ 3 MM annual expense reduction.
- ◆ Implemented business process management re-engineering initiatives; defined identified risks, integrated financial, compliance and process controls; identified quality, production, inventory, and process indicators, their key performance metrics, and correlating management reports.
- ◆ Managed changes to business strategies; created industry questionnaire, cultivated and maintained relationships across the industry, analyzed peer company responses, presented recommendations to senior management, managed technical development resources, and successfully implemented the application across multiple business functions.

**ADDITIONAL SKILLS**

Expert utilization of multiple project management methodologies. Expert user of Microsoft Office products, including SharePoint web site collection administration. Successfully completed CompTIA Network + and A + certification course work. Experienced with the SDLC, SEI's Capability Maturity Model, Six Sigma, DMAIC, and DFSS and Project Management methodologies. Reads, writes, and speaks some Spanish.

**EDUCATION AND CERTIFICATIONS**

- ◆ Project Management Professional certification, Project Management Institute; Newtown Square, PA 3/04
- ◆ Master of Business Administration degree; University of Phoenix; Phoenix, AZ 11/00
- ◆ Bachelor of Arts degree, English, Arizona State University, Tempe, AZ 8/91

INTERNAL REVENUE SERVICE  
P. O. BOX 2508  
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **MAY 14 2011**

GILBERT COMMUNITY ACTION NETWORK  
50 E CIVIC CENTER DR  
GILBERT, AZ 85296

Employer Identification Number:  
27-3226129  
DLN:  
17053102338011  
Contact Person:  
CARLY D YOUNG ID# 31494  
Contact Telephone Number:  
(877) 829-5500  
Accounting Period Ending:  
December 31  
Public Charity Status:  
170(b)(1)(A)(vi)  
Form 990 Required:  
Yes  
Effective Date of Exemption:  
July 27, 2010  
Contribution Deductibility:  
Yes  
Addendum Applies:  
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (DO/CG)